

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 078926

R 101959Z APR 75
FM AMEMBASSY LONDON
TO AMEMBASSY STOCKHOLM
INFO USDOC WASHDC
SECSTATE WASHDC 0071
AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO

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WASHDC FOR OIM/BIC/AJCAYA

E.O. 11652: N/A

TAGS: BEXP, UK

SUBJECT: STC/LTC ELECTRONICS PRODUCTION/TEST EQPT.

TANDEM SHOWS, APRIL, 1975.

REF: STOCKHOLM 485/1332; USDOC 2843

1. REFTEL 485 ADDRESSED OIM, INFO COPY ONLY TO LONDON (RECEIVED 1/29/75), AND REQUESTED ACTION BY OIM, NOT, REPEAT NOT, BY LTC. HOWEVER, BECAUSE FIRM LOCATED IN UK & IN INTERESTS PROVIDING ALL POSSIBLE ASSISTANCE, LTC TELEPHONED OCLI OPTICAL COATINGS UK 2/4/75 AND IN ABSENCE WALES, LEFT MESSAGE TO RETURN CALL. NO RESPONSE RECEIVED BY LTC. REPEAT CALL MADE TO OCLI 2/11/75, BUT WALES OUT OF TOWN VISITING CUSTOMERS. AGAIN, MESSAGE LEFT BUT BROUGHT NO RESPONSE.

2. REFTEL 2843 ADDRESSED LONDON RECEIVED 2/21/75 WAS SOLELY INFORMATIONAL, STATING THAT OCLI CALIFORNIA HOME OFFICE WOULD CONTACT WALES ON/ABOUT 2/26/75. THIS CABLE ALSO IN NO WAY CALLED FOR ACTION BY LTC.

3. SUBSEQUENT TO EARL/SHAW TELCON 3/19/75 TO DETERMINE
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STATUS OCLI VIS-A-VIS PROCUREMENT/REPFIND, LTC DISCUSSED

MATTER WALES, WHO STATED HAD "RECEIVED COMMUNICATIONS FROM ALL OVER" AND OFFERED APOLOGIES TO ALL CONCERNED FOR LACK OF RESPONSES. ACCORDING WALES, OCLI NOT PARTICIPATING EITHER STC OR LTC PROMOTIONS FOR FOLLOWING REASONS: A) FIRM'S PRODUCTS DO NOT AND NEVER DID FIT SHOW THEME SINCE RELATED STRICTLY OPTICAL APPLICATIONS AND THEREFORE PARTICIPATION WAS NEVER SERIOUSLY CONSIDERED, B) IN ANY EVENT, EVEN IF PRODUCTS REGARDED AS MARGINAL EXHIBIT, COULD NOT PARTICIPATE STC BECAUSE ONLY AVAILABLE ITEMS ALREADY COMMITTED ELSEWHERE DURING WEEK 4/7-11/75, AND, C) CANNOT PARTICIPATE LTC SINCE EXHIBITING SAME EQUIPMENT PTC LASERS/ELECTRO-OPTICS SHOW SAME WEEK, 4/14-18/75, FROM WHENCE SHIPPING DISPLAY TO STOCKHOLM TO PARTICIPATE IN "IM" (INSTRUMENTS & MEASUREMENTS) 4/21-25/75.

4. REFTEL 1332 ADDRESSED LONDON RECEIVED 3/20/75 REFERS TO PROCUREMENT PACKAGE AND LETTER TO WALES DATED 1/27/75 FORWARDED UNDER COVER DS-4 TO COMMERCIAL ATTACHE FOR ONWARD TRANSMISSION. THOROUGH INVESTIGATION THIS MATTER CONFIRMS PACKAGE NOT RECEIVED AMEMBASSY OR LTC.

5. IN VIEW OF ABOVE, IT WILL BE EVIDENT THAT NO ACTION WAS CALLED FOR BY EITHER AMEMBASSY OR LTC, THEREFORE, POST TOTALLY UNABLE UNDERSTAND PARA. 4, REFTEL 1332, IN THAT:

A) CONTRARY TO STATEMENT THEREIN, LTC WAS NOT, REPEAT NOT, ASKED TO COMMENT ON HOME OFFICE'S ATTITUDE TO PARTICIPATION AND MOREOVER, CLEARLY WAS IN NO POSITION

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FM AMEMBASSY LONDON

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SECSTATE WASHDC 0072

AMEMBASSY COPENHAGEN
AMEMBASSY HELSINKI
AMEMBASSY OSLO

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TO SO AND,

B) IF WALES HAD "RECEIVED NO RESPONSE TO HIS REPEATED INQUIRIES FOR ASSISTANCE", INsofar AS AMEMBASSY/LTC CONCERNED, HE SHOULD NOT BE SURPRISED, SINCE NONE WAS RECEIVED.

6. PARA 2, REFTel 1332 ALSO REFERS TO SPECIAL EFFORTS BY STC IN VIEW "SUBSTANTIAL PROCUREMENT PROBLEMS ENCOUNTERED BY OIM' STC AND LTC". WHILE RECOGNIZING NECESSITY HIGHLY-COMMENDABLE ACTIVITIES BY STC, FOR RECORD, LTC SHOW IN EXCELLENT SHAPE WITH THIRTY PARTICIPANTS (REPRESENTING FORTY-FIVE EXHIBITORS) OF WHOM EIGHTEEN SIGNED BY LTC FOR TWENTY-SEVEN US FIRMS AND TWELVE BY OIM. LOCAL EFFORTS ALSO INCLUDE SIGNING ONE FIRM FOR BOTH LONDON AND STOCKHOLM SHOWS.

7. IN SUMMARY, IT MAY BE THAT IN THIS CASE, WALES WOULD BE "ALL THINGS TO ALL MEN" IN APPARENTLY SAYING ONE THING TO HELSINKI AND SOMETHING ELSE TO LONDON. NEVERTHELESS, AND FOR FUTURE REFERENCE, IN EVENT ACTION IS REQUESTED TO BE TAKEN BY LTC IN SUPPORT OTHER TRADE CENTER OPERATIONS, SUCH ACTION WILL GLADLY BE FORTH-COMING BUT WOULD APPRECIATE BEING DIRECTLY
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SO INFORMED.
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